

Message Text

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ACTION NEA-10

INFO OCT-01 ISO-00 PM-04 H-02 MC-02 EB-07 INR-07 L-03

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R 211101Z APR 76

FM AMEMBASSY ISLAMABAD

TO SECSTATE WASHDC 5132

C O N F I D E N T I A L ISLAMABAD 4025

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E.O. 11652: GDS

TAGS: MASS, PK, US

SUBJECT: PAKISTANI AMMUNITION ORDERS

REFERENCE: (A) STATE 94896, (B) STATE 85745,

1. ANGUISH IN DSAA OVER PAK DECISION TO REVISE AMMUNITION ORDER IS MATCHED BY ANGUISH IN EMBASSY. DEPARTMENT NEED NOT WORRY THAT ITS MESSAGE WAS MISUNDERSTOOD. PAK ARMY HAD TOLD ODRP, PRIOR TO RECEIPT OF REFTEL B, THAT ON REFLECTION IT WANTED TO REVISE ITS ORDER DOWNWARD. ARMY HAD TAKEN ANOTHER LOOK AT ITS NEEDS AND ITS FINANCES AND DECIDED QUANTITIES ORIGINALLY CONSIDERED WERE NOT NECESSARY.

2. AS DEPARTMENT KNOWS, MILITARY SALES RELATIONSHIP WITH PAK AIR FORCE AND NAVY CHARACTERIZED BY GENERALLY EFFICIENT WELL-MANAGED PROCEDURES ON BOTH SIDES. REGRETTABLY, SAME CANNOT BE SAID FOR ARMY. IT HAS NOT YET RATIONALIZED ITS PROCUREMENT PROCEDURES AND, IN ATTEMPT TO GET BIGGER SHARE OF FOREIGN EXCHANGE PIE, PREMATURELY ASKS FOR LARGE SUMS FOR PURCHASES, AND REQUESTS LOANS TO SUPPORT THOSE INITIAL REQUESTS. AFTER REFLECTION, AND FACED WITH BUDGET REALITIES, THEIR DECISIONS ARE OFTEN CHANGED. HAIR-PULLING IN DSAA IS UNDERSTANDABLE. DOD MAY HAVE INFORMED YOU THAT ARMY HELICOPTER BUY LOOKS LIKE IT MAY BE DELAYED SINCE ARMY HAS, AT LAST MOMENT, DECIDED TO
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REQUEST CHANGE IN RADIO BEING INCLUDED IN HELICOPTER.

3. WE ARE HOPEFUL THAT, AS HAPPENED WITH NAVY AND AIR
FORCE, AS TIME PASSES AND ARMY BECOMES MORE FAMILIAR
WITH OUR PROCEDURES AND OVERCOMES ITS OWN MANAGEMENT
PROBLEMS, FRUSTRATIONS SUCH AS THE PRESENT ONE WILL
DECREASE. IN MEANTIME, WE WILL DO WHAT WE CAN TO
ENCOURAGE REALISTIC PLANNING IN PAK ARMY MILITARY PURCHASES
FROM US AND HOPE PATIENCE AND UNDERSTANDING WILL PREVAIL.
BYROADE

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